

Rep Order# 6870824    Ver# 1    Status New    Traffic Order#    Printed: 11/09/2012 1:16 PM    1 of 2

EC'd Yes    Last Received: 11/09/2012 1:02 PM

Showing Buylines: All Lines

Station	WVBT-TV NORFOLK, VA.	Agency	( ) STRATEGIC MEDIA SVCS	Rep Firm	
Advertiser	( ) API		3299 K STREET NW SUITE #200	Sales Office	( ) PHILADELPHIA
Product	A.P.I. TARGET		WASHINGTON, DC 20007	Salesperson	( ) ANJIE BRADY
Estimate#		Agency C/P1/P2/E		Salesperson Phone#	215-567-6005
Buyer	NEIL WILLIAMS	Flight Dates	11/12/2012 - 11/18/2012	Salesperson FAX#	215-567-5938
Phone#		Hiatus Weeks			
Fax#					

--- CONTRACT COMMENT ---

CLIENT: AMERICAN PETROLEUM INSTITUTE SC=\*

LT	Ln	Day	Time	Program	Len	Rate	Dates	Spots/Week	# of Weeks	Total Spots	Total Cost	Daypart
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	1	M-F	10P-1045P	Buyline Comment: LATE NEWS	:30	\$1,000.00	11/12-11/16	2	1	2	\$2,000.00	
	2	SU	10P-1045P	Buyline Comment: SUNDAY LATE NEWS	:30	\$1,000.00	11/18-11/18	1	1	1	\$1,000.00	

---REPORT TOTALS---

Report Totals: 3 / \$3,000.00

---SALES MONTHLY TOTALS---

Nov 12: 3 / \$3,000.00  
Sales Totals: 3 / \$3,000.00  
Station Totals: 3 / \$3,000.00  
Lines not sent/rcld/rtrn: 0 / \$0.00

---COMPETITIVE---

Market Totals	\$3,000	CATV 0%	WAVY 0%	WGNT 0%	WPXV 0%	WTKR 0%
		WTVZ 0%	WVBT 100%	WVEC 0%		

---COMPETITIVE COMMENTS---

\*\*COMPETITIVE TO FOLLOW\*\*

Books NOV11, MAY12, ENOV12  
Demos RA35+

--- CREDIT RISK ---

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CASH IN ADVANCE